

## Japan

### Basic statistics

Current diversification (number of products)	24,613	Potential new products more complex (percentage)	68
Potential new products	448	Export opportunity in more complex products (percentage)	31
Potential new products more complex than the country's average	304	Import replacement opportunity in more complex products (percentage)	13

### Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	27
Vehicles other than railway, tramway	25
Machinery & mech appliance etc	10
Railway, tramway locomotives, rolling stock, equipment	8
Iron and steel	7
Meat and edible meat offal	5
Animal,vegetable fats and oils, cleavage products, etc	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Pharmaceutical products	2
Cereals	1
Sum of others with smaller share	10

Top markets for potential new products (percentage of export opportunities)

By countries

Country	Percent
China	14
France	12
Germany	10
United Kingdom	8
USA	5
Netherlands	3
Norway	3
Japan	3
Belgium	3
India	3
Hungary	3
Others	19

By regions

Region	Percent
Western Europe	30
Asia	27
Northern Europe	15
Eastern Europe	8
Northern America	7
Southern Europe	5
South America	4
Oceania	3

Potential new sectors for diversification (Agri-business products)

Sectors with higher export opportunities (percentage of export opportunities in agri-business)

Product	Percent
Meat and edible meat offal	38
Animal, vegetable fats and oils, cleavage products, etc	24

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	17
Cereals	10
Products of animal origin, nes	6
Dairy products, eggs, honey, edible animal product nes	2
Live trees, plants, bulbs, roots, cut flowers etc	1
Meat, fish and seafood food preparations nes	1
Fish, crustaceans, molluscs, aquatic invertebrates nes	1

Top markets for potential new agri-business products (percentage of export opportunities)

By countries

Country	Percent
Germany	11
USA	10
Spain	8
France	7
Netherlands	7
Belgium	7
Poland	6
United Kingdom	5
Saudi Arabia	4
China	4

By regions

Region	Percent
Western Europe	33
Asia	17
Southern Europe	14
Eastern Europe	13
Northern America	11
Northern Europe	10

Russian Federation	3
Italy	3
Others	12

## Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Meat and edible meat offal	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
	(020630) Swine edible offal, fresh or chilled, \$0-2	NL 30	SE 17.7	DE 6.5	73.3
	(020321) Swine carcasses and half carcasses, frozen, \$2-5	HK 16.6	DO 2.7	MO 2.4	27.6
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$0-1	GB 4.1	CL 2.5	UA 2.3	16.8
Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3

## Catalogue of Diversification Opportunities 2022

	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
	(120925) Seed, rye grass, for sowing, \$2-4	CL 3.4	DE 1.9	JP .4	8.0
Animal,vegetable fats and oils, cleavage products, etc	(151930) Industrial fatty alcohols, \$0-1	BE 57.9	FR 48.7	DE 38.4	224.8
	(151530) Castor oil or fractions not chemically modified, \$40-73	KZ .1	KR .1	BR 0	0.2
	(151229) Cotton-seed or fractions simply refined, \$18-24	KR .1	EG 0	MY 0	0.2
	(151930) Industrial fatty alcohols, \$132-321	IE 0	SG 0	CZ 0	0.1
	(151521) Maize oil crude, \$5-7	SA 0	LV 0	NL 0	0.0
Organic chemicals	(293791) Insulin, salts, in bulk, \$94608-254254	CN 876.8	FR 489.9	IN 5	1378.7
	(293799) Hormones nes, derivatives, in bulk, steroids nes, \$20454-37114	US 109.4	CH 24.3	BR 10	158.6
	(290549) Polyhydric acyclic alcohols nes, \$0-3	US 68.3	NL 12.8	AU 8.7	108.9
	(290124) Buta-1, 3-diene and isoprene, \$0-0	GB 30.1	PL 29.4	NL 19.2	96.3
	(291010) Oxirane (ethylene oxide), \$0-1	BE 72.5	SK 3.1	ES 1	77.8
Pharmaceutical products	(300660) Contraceptive preps based on hormones or spermicides, \$277-610	GB 45.3	DE 44.5	HU 18.7	191.2
Iron and steel	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7

## Catalogue of Diversification Opportunities 2022

	(722220) Stainless steel bar nfw than cold formed/cold finishe, \$16-21	CH 10.2	FR 9	BR 4.4	34.2
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$2-7	MZ 5.9	AO .8	TR .7	10.0
	(720529) Powders, iron or steel, other than alloy, \$28-37	JP 6.3	CN 1.1	FR .5	8.7
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$1-16	AO 2.5	SK 1.5	FR 1.2	7.0
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$5317670-6072953	HU 150.5	NO 41.3	SG 14.5	217.2
	(844400) Machines to extrude, draw, cut manmade textile fibres, \$758441-2720375	TR 62.3	CN 26.3	BG 5.4	101.7
	(843840) Brewery machinery, \$307-18148	PH 54.3	US 17.9	MZ 8.9	101.0
	(843359) Harvesting machinery nes, \$27790-67824	AU 31.9	DE 21.1	US 6.5	85.5
	(845811) Horizontal numerically controlled metal work lathes, \$310500-569296	SK 14.3	BR 10.8	NO 4.2	46.2
Railway, tramway locomotives, rolling stock, equipment	(860310) Self-propelled railway cars, external electric power, \$8067868-1.22e+07	DE 337.9	AU 133.7	SE 46.6	643.9
Vehicles other than railway, tramway	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2
	(870710) Bodies for passenger carrying vehicles, \$3226-7897	GB 350.2	TH 36.4	DE 19.5	418.4
	(870333) Automobiles, diesel engine of >2500 cc, \$87257-94932	JP 211.7	EG 7.6	MD 3.9	224.4

Catalogue of Diversification Opportunities 2022

	(870290) Buses except diesel powered, \$467107-834140	RO 53.8	NO 44	SE 26.8	191.4
	(871620) Trailers for agricultural purposes, \$25231-57632	US 13.9	CH 11.2	IT 6	64.4

Potential new agri-business products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Live animals	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
	(020630) Swine edible offal, fresh or chilled, \$0-2	NL 30	SE 17.7	DE 6.5	73.3
	(020321) Swine carcasses and half carcasses, frozen, \$2-5	HK 16.6	DO 2.7	MO 2.4	27.6
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$0-1	GB 4.1	CL 2.5	UA 2.3	16.8
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030262) Haddock, fresh or chilled, whole, \$2-9	GB 9	FR 3.6	IE .3	13.6
Dairy products, eggs, honey, edible animal product nes	(040811) Egg yolks dried, \$0-4	GB 3.1	RU 2.5	FR 1	8.6
	(041000) Edible products of animal origin nes, \$56-132	KR 4.5	PL .6	FR .5	6.4

## Catalogue of Diversification Opportunities 2022

Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$0-5	CN 36.8	ES 7.8	HU 4.6	57.0
	(050210) Bristles, hair & waste thereof of pigs, hogs or boars, \$10-32	LK .3	JP .2	TN .1	1.0
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$0-2	IT 1.5	GB 1.3	PL 1.1	5.6
Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$14-30	SA 0	NZ 0	CH 0	0.1
	(110900) Wheat gluten, \$32-69	FI 0	PH 0	CD 0	0.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
	(120925) Seed, rye grass, for sowing, \$2-4	CL 3.4	DE 1.9	JP .4	8.0
Lac, gums, resins, vegetable saps and extracts nes	(130211) Opium sap, \$138-321	FR 1.4	DE 0	UY 0	1.4
	(130239) Mucilages and thickeners nes, \$310-370	DO .1	KR 0	TH 0	0.1
Animal,vegetable fats and oils, cleavage products, etc	(151930) Industrial fatty alcohols, \$0-1	BE 57.9	FR 48.7	DE 38.4	224.8
	(151530) Castor oil or fractions not chemically modified, \$40-73	KZ .1	KR .1	BR 0	0.2



Catalogue of Diversification Opportunities 2022

		(151229) Cotton-seed or fractions simply refined, \$18-24	KR .1	EG 0	MY 0	0.2
		(151930) Industrial fatty alcohols, \$132-321	IE 0	SG 0	CZ 0	0.1
		(151521) Maize oil crude, \$5-7	SA 0	LV 0	NL 0	0.0
Meat, fish and seafood food preparations nes		(160220) Livers of any animal prepared or preserved, \$0-3	UA .6	DE .3	SK .2	3.0
		(160241) Swine hams & cuts thereof, prepared or preserved, \$216-505	FI 1.8	SN 0		1.8
Sugars and confectionery	sugar	(170220) Maple sugar and maple syrup, \$10-21	IT 1	NL .5	ID .1	2.2
Miscellaneous preparations	edible	(210220) Yeasts, inactive, dead unicellular organisms nes, \$643+	JP 0	GB 0	AO 0	0.1